

## Erdemir Group Recorded TRY424,2 Million Net Profit in 2012.

The net profit is decreased by 58% yoy.

In 2012, Ereğli Plant produced 1.598 thousand tons CRC and 2.032 thousand tons HRC in total 3.631 thousand tons with a decline of 4% yoy. İskenderun Plant produced 1.519 thousand tons long steel and 2.352 thousand tons HRC in total 3.871 thousand tons with an increase of 23% yoy.

<b>PRODUCTION (000 TONS)</b>			
<b>EREĞLİ</b>			
	<b>2012</b>	<b>2011</b>	<b>2010</b>
<b>CRC</b>	1.598	1.652	1.501
<b>HRC</b>	2.032	2.119	1.905
<b>TOTAL</b>	<b>3.631</b>	<b>3.771</b>	<b>3.406</b>
% Change	-4%	11%	

  

<b>İSKENDERUN</b>			
	<b>2012</b>	<b>2011</b>	<b>2010</b>
<b>LONG</b>	1.519	794	1.420
<b>HRC</b>	2.352	2.348	1.967
<b>TOTAL</b>	<b>3.871</b>	<b>3.142</b>	<b>3.387</b>
% Change	23%	-7%	

In 2012, Ereğli Plant had 3.685 thousand tons steel shipments, which increased by 4% as well as İskenderun Plant had 3.763 thousand tons which increased by 21% yoy.

<b>SHIPMENTS (000 TONS)</b>			
<b>EREĞLİ</b>			
	<b>2012</b>	<b>2011</b>	<b>2010</b>
<b>CRC- Domestic</b>	1.588	1.454	1.340
<b>CRC- Export</b>	39	97	115
<b>HRC- Domestic</b>	1.845	1.628	1.492
<b>HRC- Export</b>	213	360	336
<b>TOTAL</b>	<b>3.685</b>	<b>3.539</b>	<b>3.284</b>
% Change	4%	8%	

<b>SHIPMENTS (000 TONS)</b>			
<b>İSKENDERUN</b>			
	<b>2012</b>	<b>2011</b>	<b>2010</b>
<b>LONG- Domestic</b>	988	643	1.240
<b>LONG- Export</b>	481	148	153
<b>HRC- Domestic</b>	1.970	1.726	1.557
<b>HRC- Export</b>	324	592	282
<b>TOTAL</b>	<b>3.763</b>	<b>3.108</b>	<b>3.232</b>
% Change	21%	-4%	

Erdemir Group recorded TRY**9.570,4** million (USD**5.399,9** million) consolidated sales with an increase of **7%** yoy in 2012.



**REFERENCE SALES PRICES (USD/TON)**  
**ERDEMİR GROUP**

	2012	2011	2010
<b>CRC- Domestic</b>	852	939	854
<b>CRC- Export</b>	943	902	779
<b>HRC- Domestic</b>	658	743	640
<b>HRC- Export</b>	708	726	641
<b>LONG- Domestic</b>	634	723	565
<b>LONG- Export</b>	588	643	538

EBITDA was decreased by **50%** yoy and went down to TRY**1.026,4** million (USD**572,7** million) and the EBITDA margin was recognized as **10,7%**.

**EBITDA (USD/TON)**  
**ERDEMİR GROUP**

	2012	2011	2010
<b>CRC</b>	89	185	164
<b>HRC</b>	38	135	117
<b>LONG</b>	89	115	89

With a decrease of **58%**, net income in 2012 was recognized as TRY**424,2** million (USD**236,7** million), despite the TRY**1.005,6** million (USD**601,8** million) profit in the previous year. Profit margin went down to **4,4%** with a **7** percentage points decrease.

